

Message Text

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S E C R E T USNATO 00465

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TAGS: NATO, PINR, IT
SUBJECT: EVALUATIVE BIOGRAPHIC INFORMATION ON ITALIAN
AMBASSADOR DESIGNATE TO THE UNITED STATES

REF: STATE 008691

1. WE WOULD NOT QUIBBLE WITH ANY OF THE OBSERVATIONS IN THE
REFTEL ABOUT ITALIAN AMBASSADOR-DESIGNATE TO WASHINGTON
PANSA.

2. THOSE WHO WORK WITH HIM IN THE UNITED STATES WILL FIND
HIM AN ABLE, DIRECT, CONSCIENTIOUS AND PERSONABLE--IF NOT
CHARISMATIC AND OUTWARDLY DYNAMIC--REPRESENTATIVE OF ROME.

3. A POLISHED DIPLOMAT OF THE OLD SCHOOL, PANSA WILL BE
PARTICULARLY EFFECTIVE IN INTERPRETING THE TWO GOVERNMENTS
TO EACH OTHER. HE IS QUICK TO SEE THE CENTRAL POINT OF AN
ISSUE AS WELL AS ITS BROADER IMPLICATIONS. HE IS THOROUGH,
PRECISE, AND A STICKLER FOR DETAIL BUT IS NOT DOGMATIC.
WHILE HE CAN BE PERSUADED THAT A GIVEN COURSE IS NOT THE
PREFERABLE ONE, PANSA EXPECTS REASONABLE FLEXIBILITY ON THE
PART OF OTHERS AS WELL. HE IS KNOWN TO BE SENSITIVE TO THE
FEELINGS OF HIS ASSOCIATES AND IS FAIR AND DISCREET IN HIS
DEALINGS. ON OCCASION PANSA BECOMES OPENLY AGITATED BUT
CALMS DOWN ALMOST IMMEDIATELY.

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SECRET

PAGE 02 USNATO 00465 162006Z

4. PANSA'S COLLEAGUES AT NATO GENERALLY ESTIMATE THAT HE HAS
GROWN A GOOD DEAL IN STATURE DURING HIS SEVEN YEARS AS
DEPUTY SECRETARY GENERAL TO THE POINT WHERE HE HAS BECOME
A MAJOR FORCE IN THE ALLIANCE. HE DOES HIS HOMEWORK, BE-
COMES DEEPLY INVOLVED IN COMPLEX, SUBSTANTIVE ISSUES, AND IS
PARTICULARLY DEPENDABLE IN A DIFFICULT SITUATION--WITH A

PROVEN ABILITY TO MODERATE AND/OR CONDUCT A DIFFICULT NEGOTIATION. HE HAS WORKED HARD AND WELL AS CHAIRMAN OF COMMITTEES SEIZED WITH SOME OF THE MOST COMPLEX PROBLEMS FACED BY THE ALLIANCE. PANSA'S REPORTS TO ROME SHOULD ACCURATELY CONVEY WHAT HE HAS HEARD AND INTERPRET WHAT HE SEES IF WE CAN JUDGE BY HIS PERFORMANCE AS A SUMMARIZER OF NATO DISCUSSIONS. FOR ALL THE ABOVE, HOWEVER, PANSA IS STILL NUMBER 2 UNDER A DOMINEERING SECRETARY GENERAL WITH WHOM HE HAS A RELATIONSHIP WHICH IS CORRECT BUT NOT CLOSE.

5. PERHAPS AS A RESULT, PANSA LOOKS FORWARD TO WASHINGTON WITH MANIFEST RELISH. ONCE AGAIN HE WILL BE HIS OWN MAN. HE SERVED IN THE US AS A RELATIVELY JUNIOR OFFICER AND LIKED IT. AS A RESULT, HE IS FAVORABLY DISPOSED TOWARD THE UNITED STATES AND TOWARD AMERICANS. WE HAVE FOUND HIM AN EXCELLENT COLLEAGUE HERE. HIS NORTH ATLANTIC ORIENTATION AND SUBDUED UNEASINESS ABOUT THE IMPLICATIONS OF EUROCOMMUNISM WILL HELP HIM IN WASHINGTON. HE HAS WONDERED, HOWEVER, WHETHER HE WILL BE SUFFICIENTLY LISTENED TO IN HIS NEW CAPACITY AND, IN FACT, HE HAS SERVED ABROAD WITHOUT INTERRUPTION FOR SO MANY YEARS THAT EVEN THE CARE WITH WHICH HE HAS FOLLOWED EVENTS IN ITALY MAY NONETHELESS NOT HAVE PREPARED HIM FULLY TO INTERPRET TO AMERICANS THE EVOLUTION HIS COUNTRY HAS UNDERGONE.

6. PANSA'S INTERESTS CONTINUE TO INCLUDE RIDING, A FULL
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SECRET

PAGE 03 USNATO 00465 162006Z

SOCIAL LIFE, THE ARTS, AND AN ENVIRONMENT OF CULTURE AND REFINEMENT. HIS HOME IS RICHLY DECORATED WITH FINE ANTIQUES, AND WE EXPECT HE ANTICIPATES WITH PLEASURE THE LIFESTYLE OF THE ITALIAN AMBASSADOR TO THE US. GLITMAN

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